NFTE teaches young people how to build their own future and create something from nothing. The organization activates the entrepreneurial mindset and builds startup skills in youth from under-resourced communities to ensure their success and to create a more vibrant society.

“NFTE taught me how to create something from nothing. I learned that I can create my own opportunities and I can be an innovator.”

— Anthony Halmon

www.nfte.com
Why NFTE?

The future of work is entrepreneurial.....

- **90%** of employers identify entrepreneurial skills as very important
- **65%** of the jobs children entering school today will do ...do not exist yet
- **1 in 3** U.S. employers want to hire people with entrepreneurial experience

Today
- **20%** of freelancers earn $100,000 or more

By 2027
- **50%** of US workforce will be freelancers

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Impact & Outcomes

NFTE students apply the entrepreneurial mindset—succeeding in the workplace, starting businesses, and furthering their education.

- 74% of college-aged NFTE alumni are enrolled in college.
  - 46% of low-income students nationwide are enrolled in college.

- 89% of alumni believe the skills they learn from NFTE help them in life and business.
  - Nationwide 41% of bored students say their class work is not relevant to their life.

- 1 in 4 NFTE alumni have started at least one business.
  - Only 2% of youth aged 16-24 were self-employed in 2015.

- 14% Lifetime income of NFTE alumni is on average 14% higher than their peers.
  - NFTE's significant higher college enrollment rate drives the lifetime income differential.
Activating the Entrepreneurial Mindset

NFTE empowers youth to approach the world with an innovator’s eye and a founder’s grit, not only during the NFTE course but for the rest of their lives. An entrepreneurial mindset prepares young people for success throughout life.

- **Initiative & Self-Reliance**
  The power to take ownership without input or guidance and to work through obstacles independently.

- **Flexibility & Adaptability**
  The ability and willingness to change actions and plans to overcome present and future challenges.

- **Communication & Collaboration**
  The ability to clearly express ideas to an intended audience, including persuading others to work towards a common goal.

- **Creativity & Innovation**
  The ability to think of ideas and create solutions to problems without clearly defined structures.

- **Future Orientation**
  An optimistic disposition with a focus on obtaining the skills and knowledge required to transition into a career.

- **Critical Thinking & Problem Solving**
  The process of applying higher-level, process-oriented thinking skills, and of transitioning that reasoning to decision making.

- **Opportunity Recognition**
  The practice of seeing and experiencing problems as opportunities to create solutions.

- **Comfort with Risk**
  The capacity to move forward with a decision despite inevitable uncertainty and challenges.

In partnership with the Educational Testing Service (ETS), NFTE has developed the **Entrepreneurial Mindset Index** – a valid assessment to measure mindset growth. We thank EY for its signature support of this effort.
NFTE Entrepreneurship Pathway

Through a project-based learning model, that relies heavily on lean startup practices and integrated digital tools, NFTE’s Pathway programs activate the entrepreneurial mindset through authentic experiential learning. Students create their own business idea, find a sustainable business model and pitch to a panel of expert judges.

Students who complete Entrepreneurship 1 and 2 are prepared to take the Certiport Entrepreneurship and Small Business exam for certification. The NFTE curriculum is Certiport-recommended.
Youth Entrepreneurship Challenge Series

Support Students in NFTE’s Business Plan Competition Series

• Over $150,000 in cash prizes are awarded annually to top student entrepreneurs in their classes, schools, regions and nationally.

• Students prepare their business plans and pitches, with support from teachers and volunteer business coaches.

• Classroom and school competitions progress to regional and national finals, with hundreds of guests attending each competition event.

• Featured entrepreneurs and judges have included famous entrepreneurs such as Artist and Entrepreneur Sean “Diddy” Combs and Cofounder of Warby Parker, Dave Gilboa.

• Judges from the business community provide students feedback and evaluation.
The Entrepreneurial Teacher Corps

• In order for NFTE to be successful, we are reliant upon our teaching partners who execute the curriculum.

• All teachers participate in robust quarterly in-person meetings focused on best practices and led by their peers who act as NFTE’s lead teachers and master educators in the field.

• Teachers also participate in monthly professional development webinars focused on entrepreneurship content and topics.

• NFTE’s Model Teacher Challenge offers additional recognition and incentives for stellar NFTE educators.

• NFTE holds a national conference for educators, the Entrepreneurial Teacher Summit, annually in mid-July.
Volunteers

Volunteers provide a lens into the business world for students from under-resourced communities, inviting them into a world beyond their current circumstances.

**Business Plan Coach**
Coaches assist students with developing their business plans, presenting before an audience, and preparing for questions from a panel of judges.

**Competition Judge**
At NFTE pitch competitions, judges listen to presentations, ask questions and offer students a realistic perspective on their business plan.

**Field Trip Host**
As a host, your organization provides an invaluable insider perspective into the real-world, career opportunities today, and the future of work.

**Business Advisor**
Through multiple sessions, advisors help NFTE’s advanced students develop their products, test their business model, assess financials, design marketing strategies, and more.

“Witnessing my students gain confidence in themselves has been one of the most fulfilling aspects of volunteering.”

—Evan H. Eichorn, EY
NFTE Across the United States

NFTE works with **districts, schools, and community-based organizations** across the country that serve **under-resourced communities**.

**Student Demographics**

- **51% Male**
- **49% Female**
- **41% Latino**
- **29% Black**
- **15% White**
- **7% Asian**
- **2% Native American**
- **6% Other**
- **53% in 11th & 12th Grades**
- **35% in 9th & 10th Grades**
- **12% in 6th to 8th Grades**
Growing Young Innovators

Through districts, schools, and community-based organization partnerships, our current **NFTE 2022 Strategic Growth Plan**, calls for service to young people to dramatically increase across the U.S. NFTE will reach at least **200,000 students** by the end of the plan.

We saw great results in the **first year** of NFTE 2022, reaching over **50% more youth** than in the prior year (52,493 vs 34,840).
Key Partners

- Citi Foundation
- EY
- SAP
- Seedlings Foundation
- Mastercard
- Verizon
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David Spreng
Founder and CEO
GSV Growth Credit

Peter B. Walker
Retired, Managing Director
McKinsey & Company, Inc.
Thank You

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